

Message Text

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PAGE 01 BOMBAY 01810 211514Z

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UNCLAS BOMBAY 1810

E. O. 11652: N/A

TAGS: BTIO, IN

SUBJ: A BOMBAY FIRM SEEKS US PARTICIPATION TO MANUFACTURE
ELEMENTAL PHOSPHOROUS

REF: CERP SECTION D; 10 FAM 948

1. KHADELWAL ENGINEERING COMPANY LIMITED, 2 REHEM MANSION,
44 SHAHID BHAGAT SINGH ROAD, BOMBAY 400 039, HAS REQUESTED
OUR ASSISTANCE IN LOCATING AN AMERICAN PARTNER TO MANUFACTURE
ELEMENTAL PHOSPHOROUS IN INDIA.

2. KHADELWAL ENGINEERING IS A LEADING CIVIL CONSTRUCTION
FIRM IN THIS AREA HANDLING PUBLIC AND MILITARY CONSTRUCTION,
DAMS, HIGH-RISE APARTMENT BUILDINGS, FACTORIES, INDUSTRIAL
PARKS AND LAND DEVELOPMENT PROJECTS. THE FIRM IS CONTROLLED
BY THE KHADELWAL FAMILY WHICH OWNS OR CONTROLS SEVERAL
OTHER FIRMS INCLUDING KHADELWAL HERMANN ELECTRONICS
PRIVATE LIMITED (WTDR 03/74), KHADELWAL BUILDERS PRIVATE
LIMITED (WTDR 06/72) D.B. KHADELWAL AND SONS PRIVATE LIMITED
AND KHADELWAL MANUFACTURING CORP. PRIVATE LIMITED, ALL OF
BOMBAY. ACCORDING TO LOCAL TRADE AND FINANCIAL SOURCES,
KHADELWALS ARE A RESOURCEFUL AND CAPABLE BUSINESS FAMILY.
THE SUBJECT PROPOSAL IS ONE OF THE DIVERSIFICATION PROJECTS
PLANNED BY THEM. WE ARE IN THE PROCESS OF PREPARING A
WTDR ON KHANELWAL ENGINEERING.

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3. KHANDLWAL'S PROPOSAL CALLS FOR SETTING UP A FIFTEEN METRIC TONS A DAY ELEMENTAL PHOSPHOROUS PLANT AT UDAIPUR IN NORTH INDIA BASED ON LOCALLY AVAILABLE ROCK PHOSPHATE. PURITY OF PHOSPHATE ROCK FOUND IN THE AREA IS BETWEEN FIFTEEN TO THIRTYFIVE PERCENT IN TERMS OF P₂O₅. MINES, RECENTLY DISCOVERED, ARE LOCATED AT 16 TO 28 KILOMETERS FROM THE PROPOSED SITE AT UDAIPUR. PULVERIZING FACTORIES ALREADY LOCATED IN UDAIPUR ARE IN A POSITION TO SUPPLY FINE PHOSPHATE POWDER. FACTORS OF PRODUCTION SUCH AS WATER SUPPLY, ELECTRIC POWER AND LAND ARE READILY AVAILABLE IN UDAIPUR.

4. KHANDLWAL IS SEEKING AN AMERICAN PARTNER TO PROVIDE TECHNICAL KNOW-HOW FOR THE PROPOSED VENTURE, AND ALSO TO SUBSCRIBE TO THE EQUITY, IF DESIRED. ACCORDING TO KHANDLWAL, A LARGE AND WIDELY DISPERSED MARKET EXISTS IN INDIA FOR ELEMENTAL PHOSPHOROUS. THE INDIAN GOVERNMENT'S DIRECTORY OF CHEMICAL MANUFACTURERS LISTS ONLY TWO PRODUCERS OF WHITE AND YELLOW PHOSPHOROUS, THEIR COMBINED ANNUAL PRODUCTION BEING 7,500 METRIC TONS. KHANDLWALS HAVE NOT YET CONDUCTED A FEASIBILITY SURVEY ON THE PROPOSED PROJECT, WHICH THEY PLAN TO UNDERTAKE ONLY AFTER LOCATING A POTENTIAL FOREIGN PARTNER.

5. ACTION REQUESTED: THAT YOU DISSEMINATE THE FOREGOING PROPOSAL AMONG APPROPRIATE AMERICAN FIRMS. WE WOULD APPRECIATE RECEIVING A LISTING OF FIRMS WHICH EVINCE INTEREST IN THE PROPOSAL. PARTIES WISHING TO WRITE DIRECTLY TO THE FIRM SHOULD ADDRESS THEIR INQUIRY TO MR. V.K. KHANDLWAL, MANAGING DIRECTOR.
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